

Message Text

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TAGS: ETRAN, TU

SUBJECT: CIVAIR: RECENT DEVELOPMENTS

REF: (A) ANKARA 0076; (B) STATE 020861; (C) ANKARA 4049

SUMMARY: (A) TURKISH DCA GUNGEN TOLD EMBOFF AND PAM AM REF THAT, PRIOR TO HIS DEPARTURE FOR NEW POST, AKYAMAC HAD EXPRESSED CONCERN WITH SOME

ASPECTS PAN AM'S PLANNED SCHEDULE CHANGES.

GUNGEN ADDED THAT THY STILL STUDYING THEM, BUT HE PERSONALLY LIKED FEATURES OF NEW SCHEDULES. ON SUBJECT OF BILATERAL TALKS, GUNGEN SAID CONSENSUS OF TURKISH SIDE WAS THAT GROWTH IN ROUTE SEGMENTS IN WHICH PAN AM AND THY COMPETE SHOULD BE RESERVED FOR THY. HE IMPLIED THAT PAN AM WOULD BE LUCKY TO HOLD ON

TO ITS PRESENT SHARE OF TRAFFIC FOLLOWING CONCLUSION OF NEW AGREEMENT. FINALLY, HE NOTED THAT DECREE GUARANTEEING PAN AM RIGHT TO SELF-HANDLE ALSO INCLUDED PROVISION FOR SIGNIFICANT INCREASES IN LANDING FEES AND OTHER CHARGES WHICH HE OPINED PAN AM AND OTHER CARRIERS WOULD FIND BURDENSOME. (B) AKYAMAC'S SUCCESSOR AS DIRECTOR GENERAL OF INTERNATIONAL AGREEMENTS (SOYLEMEZ) HAS NOT DEMONSTRATED ANY NOTICEABLE ANXIETY CONCERNING PROGRESS OF BILATERAL TALKS TO DATE. HOWEVER, ONE OF HIS DEPUTIES (PARMAN) IS SHOWING SOME IMPATIENCE AND INDICATIONS HE FAVORS VERY RESTRICTIVE AGREEMENT. PARMAN HAS REQUESTED INFORMAL MEETING WITH EMBOFF ON FEBRUARY 12, PRESUMABLY TO DISCUSS STATUS OF TALKS. END SUMMARY.

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1. PAN AM SCHEDULE CHANGES (REF A AND PREVIOUS)--AT LUNCH ON

FEBRUARY 7 GUNDUZ GUNGEN, DIRECTOR GENERAL AIR TRANSPORTATION, COMMENTED ON PAN AM PLANNED SCHEDULE CHANGES TO EMBOFF AND PAN AM REP PEDERSEN. THY HAS APPARENTLY NOT GIVEN ITS VIEW ON NEW SCHEDULES. GUNGEN SAID, HOWEVER, THAT PRIOR HIS DEPARTURE IN LATE JANUARY FOR NEW POST, AKYAMAC HAD EXPRESSED CONCERN THAT NEW SCHEDULES MIGHT PERMIT PAN AM TO BEGIN OPERATIONS UNDER NEW AGREEMENT AT LEVELS THAT MIGHT NOT BE SATISFACTORY TO GOT. FOR HIS PART, HE SAID, THERE WERE FEATURES OF NEW SCHEDULES HE LIKED, (VIZ. FEWER STOPS BETWEEN U.S. AND TURKEY AND NEW DEPARTURE POINT IN U.S.), BECAUSE THESE WOULD MAKE TURKEY MORE ATTRACTIVE TO U.S. VISITORS. (COMMENT: WE ARE INCLINED TO VIEW GUNGEN'S REMARKS AS "INFORMAL" GOT APPROVAL. HIS DEPARTMENT IS RESPONSIBLE FOR APPROVAL OR DISAPPROVAL AIRLINES' SCHEDULES AND BELIEVE IT UNLIKELY HE WILL DEPART FROM LONG-STANDING PRECEDENT UNDER PRESENT AGREEMENT AND ATTEMPT

APPROVE OR DISAPPROVE PAN AM PLANNED SCHEDULE CHANGES. HOWEVER, WE HEAR RUMORS THAT GUNGEN MAY BE LEAVING HIS POST TO BE REPLACED BY A FORMER THY EXECUTIVE WHO WAS NOT KNOWN IN PAST FOR SYMPATHY OR COOPERATION WITH NON-TURKISH CARRIERS. MOREOVER, WHETHER GUNGEN REMAINS ON THE SCENE OR NOT, THY MAY BE EXPECTED TO ARTUE WITHIN GOT FOR RESTRICTIVE POLICY TOWARD PAN AM SCHEDULES, AND CREATE PRESSURES TO WHICH DCA MAY BE FORCED TO SUCCUMB.

2. BILATERAL ALKS (REF A AND PREVIOUS)--FURTHER TO BILATERAL TALKS GUNGEN SAID THAT TURKISH POSITION HAD HARDENED WITH RESPECT TO CAPACITY AND MARKET GROWTH IN THOSE SECTORS IN WHICH PAN AM AND THY COMPETE. HE CLAIMED DEING SOLE TURKISH PROPONENT OF CONCEPT THAT PAN AM SHOULD BE PERMITTED TO GROW WITH THY IN COMMON MARKETS. HE EXPLAINED THAT ALTHOUGH THY WAS FLYING AT HIGH-LOAD FACTORS IN FRANKFURT/TURKISH SECTOR, FOR EXAMPLE, THIS WAS WORKER TRAFFIC CARRIED AT 60 PER CENT DISCOUNT. THY, THEREFORE, COVETED FULL FARE TRAFFIC AT OTHER CARRIERS, INCLUDING PAN AM, AND HOPED THEREFORE TO LIMIT CAPACITY OF OTHER CARRIERS TO PRESENT LEVELS OR LESS WHILE AT THE SAME TIME ADDING NEW CAPACITY TO MEET INCREASES IN FULL FARE DEMAND. GUNGEN CLAIMED TO FISAGREE WITH THIS STRATEGY BUT, NEVERTHERLESS, CAUTIONED THIS WOULD BE TURKISH GOAL AT FUTURE TALKS. HE ALSO SAID THAT CAPACITY LIMITATIONS WHICH TURKS PROPOSED AT LAST ROUND OF TALKS WHICH HE CLAIMS AUTHORIZING LIMITED OFFICIAL USE
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WERE PERHAPS TOO GENEROUS AND THAT OPERATING LEVELS MARKING TAKEOFF POINTS OF NEW BILATERAL SHOULD BE LOWER. (COMMENT: IT NOW APPEARS THAT WE MAY HAVE DIFFICULTY MAINTAINING PRESENT PAN AM OPERATING LEVELS VBLLOWING CONCLUSION OF NEW AGREEMENT. MOREOVER, WHILE IT IS TOO EARLY TO COMMENT DEFINITEVELY, IT NEVERTHELESS SEEMS LIKELY THAT RESTRICTIVE U.S./TURKEY CIVAIR BILATERAL WOULD BE CONSISTENT WITH POLICIES OF NEW TURKISH GOVERNMENT JUST SETTLING INTO OFFICE.)

3. LANDING FEES AND OTHER CHARGES (REF C AND PREVIOUS)-- PEDERSON

ASKED FOR PRESENT STAUTS OF DECREE PRESENTED LAST YEAR TO COUNCIL OF MINISTERS ESTABLISHING NEW MINIMUM RATES FOR LANDING FEES AND OTHER CHARGES AT TURKISH AIRPORTS. PAN AM'S INTEREST IN DECREE STEMS FROM OBVIOUS EFFECT ON COSTS OF DOING BUSINESS INTURKEY. DECREE ALSO GUARANTEES PAN AM THE RIGHT TO SELF-HANDLE AT TURKIS AIRPORTS. GUNGEN SAID THAT FINAL ACTION ON DECREE STILL SEVERAL MONTHS AWAY. HE EXPLAINED THAT DECREE WAS DELAYED IN BEGINNING BECAUSE FINANCE MINISTRY INSISTED THAT FEES AND CHARGES BE CONSISTENT WITH THOSE LEVELED ELSEWHERE IN EUROPE AND THE MIDDLE EAST. ACCORDING TO GUNGEN, DECREE IN ITS PRESENT FORM CALLS FOR HIGH RATES WHICH HE OPINES WOULD BE BURDENSOME TO FOREIGN CARRIERS. (FYI: LOCALHANDLER IS THY SUBSIDIARY, SO FEES WILL POSE NO REAL PROBLEM TO TURKISH CARRIER. END FYI.) FINALLY, GUNGEN NOTED THAT ALTHOUGH DECREE GUARANTEES CARRIERS RIGHT TO SELF-HANDLING, IT ALSO INCLUDES PROVISION THAT SELF-HANDLERS PAY MINIMUM FEE (ABOUT \$50 PER AIRCRAFT IN ADDITION TO LANDING FEES) FOR THIS RIGHT. (COMMENT: IT APPEARS FROM GUNGEN'S REMARKS THAT WE ARE BACK WHERE WE WERE A YEAR AGO BEFORE PAN AM AND EMB APPROACHES HAD PERSUADED GOT OFFICIALS TO MODIFY SCHEDULE OF CHARGES AND TO PERMIT PAN AM TO SELF-HANDLE WITHOUT CHARGE.)

4. CHANGES IN MFA PERSONNEL DEALING WITH CIVAIR MATTERS--WITH AKYAMAC'S DEPARTURE FOR A NEW POST IN TEL AVIV, YUKSEL SOYLEMEZ HAS BECOME THE DIRECTOR GENERAL OF INTERNATIONAL ORGANIZATIONS. SOYLEMEZ APPEARS RELAXED WITH REGARD TO BILATERAL TALKS AND SHOWS NO SIGN OF BEING UNDER PRESSURE TO CONCLUDE QUICK AGREEMENT. HE HAS TOLD EMBOFFS ON SEPARATE OCCASIONS RECENTLY THAT HE HAD NOT READ UP ON CURRENT STATUS OF TALKS AND THAT HE REGRETTED AKYAMAC'S DEPARTURE FROM ANKARA BEFORE CONCLUSION U.S./TURKEY BILATERAL. HOWEVER, ONE OF HIS DEPUTIES--ISTEMI PARMAN--WHO SPECIALIZES IN CIVAIR MATTERS HAS EXPRESSED SOME LIMITED OFFICIAL USE
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IMPATIENCE THAT AGREEMENT HAS NOT YET BEEN REACHED. HE ALSO SHOWS SIGNS OF FAVORING AN AGREEMENT RESTRICTIVE FROM U.S. POINT OF VIEW. PARMAN HAS REQUESTED MEETING WITH EMBOFF ON FEBRUARY 12 TO DISCUSS BILATERAL. (COMMENT: PARMAN WILL PROBABLY ASK ABOUT U.S. RESPONSE TO LATEST TURKISH PAPER. IN ABSENCE SUCH RESPONSE WE PLAN ONLY TO LISTEN TO WHAT HE MIGHT SAY.)
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